Truck sales falter as economy wavers

By Joseph Bohn
TRUCK EDITOR

Higher oil prices and economic concerns have begun to cut into truck sales which, for the most part, have held up as well as cars.

For the three months since the Middle East crisis began in August, light-duty truck sales totaled 1,102,13[illegible], down 9.59 percent from the same period last year. Car sales were off 7.24 percent during the same period.

But fleets are a bigger buying influence in the car market at this time of year, so seasonally inflated fleet car purchases tend to mask some softness in the car market.

Fleet truck purchases are spread more evenly throughout the year.

Joel Pitcoff, Ford Motor Co. sales analyst, said that fleet buyers account for about 30 percent of Ford's truck sales — and the percentage rarely varies by two points, up or down, from month to month.

By contrast, rental companies and other big fleets are prone to cause big month-to-month gyrations in car sales, particularly during the fall.

Comparisons of truck — and car — sales with year-ago figures also have been clouded by a change in incentives.

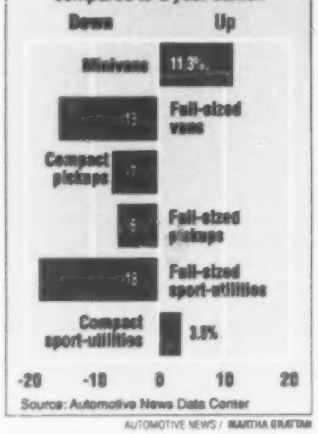
Last year, makers offered heavy dealer and customer cash incentives that ended Sept. 30, making August and September look exceptionally strong and October weak.

This year, light-duty truck manufacturers reverted to more traditional end-of-model-year programs that have spread sales more evenly.

With 4,013,673 sales for 10 months of calendar 1990, off 1.58 percent from a year ago, light

see TRUCKS, page 42

Truck segments
Chart shows percent change for truck unit sales, through October, compared to a year earlier.



AUTOMOTIVE NEWS / MARTHA GRATTAN

Gains by GM, Chrysler spark October upturn

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

General Motors, which lost three percentage points of car market share to the Japanese makers last October, regained those three points this October and sold 35 percent of all cars delivered in the United States last month.

And Chrysler Corp. beat American Honda Motor Co. by 14,610 car sales in October to regain third place in the U.S. market for the year to date. Chrysler is 336 units ahead of American Honda for the January through October period.

Combined domestic and imported car sales for October totaled 787,279, up 6.62 percent over last year.

October sales topped those of a very weak year-ago month that found many showrooms empty because of enticing late summer sales. But auto analyst Tom Webb said this year's figures should not be dismissed. "They're higher than a lot of people expected," said Webb, senior analyst for the National Automobile Dealers Association.

A strong final 10 days helped domestic manufacturers, including the transplants, sell 591,944 cars in October, a 13.71 percent hike over last year. As in 1989, rebates covered many of the newer models; dealers also offered big discounts to move 1990 models.

In the final 10 days of October, sales of cars produced in the United States totaled 227,678, up 11.17 percent over a year ago.

Every domestic automaker reported a sales increase for the month, while only nine of the 39 import makes reported sales hikes. The imports delivered 195,335 cars, down 10.31 percent, or 22,451 units, from October last year.

Declining import sales were due, in part, to the Japanese makers shifting the sales mix from imported vehicles to cars built in the

see SALES, page 43

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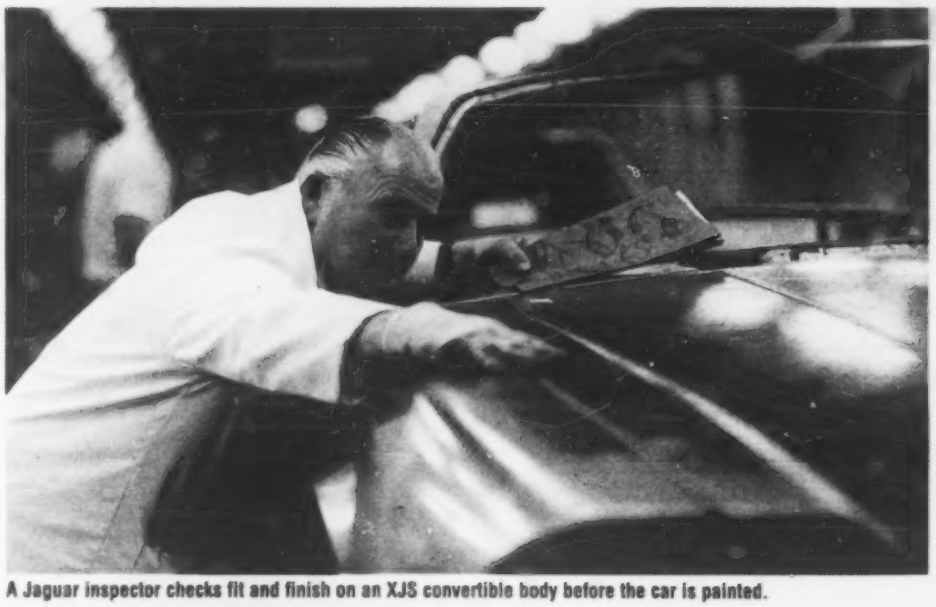


A Jaguar inspector checks fit and finish on an XJS convertible body before the car is painted.

JAGUAR IMAGE: *Ford modernization plan keeps craftmanship aura*

By Richard Feast
SPECIAL CORRESPONDENT

LONDON — A couple of throw-away remarks by Jaguar Ltd.'s Deputy Chairman John A.M. Grant provide a telling insight into the likely future of the British luxury automaker under Ford Motor Co. ownership.

"I look at Honda as being much more like Jaguar than Ford is," Grant, himself a Ford veteran, says.

A few minutes earlier, he had commented: "We're not terribly interested in Mercedes and BMW, because we don't think either of those is very efficient."

Grant's remarks shed light on how Ford hopes to pilot its $2.6 billion acquisition past the shoals of a dangerous dilemma — how to modernize Jaguar without gutting its carefully-cultivated image of "craftsmanship."

If there is a star to steer by, Grant is saying, it is Japan and the entrepreneurial spirit to be found at Honda. Not Ford.

"We all recognize we have a great opportunity to make Jaguar the sort of company we all dream about," Grant says.

"It's got one language, one culture, all more or less in one area, and we have a limited product range and a limited number of alternatives to pursue. We should be able to use that lack of complexity to be able to come up with a very streamlined operation, which is much more like the Honda model than a Ford Motor Co. model.

"We're not trying to become a clone of Ford," he stresses. "We're trying to use our competitive advantage of small size to come up with a very efficient organization."

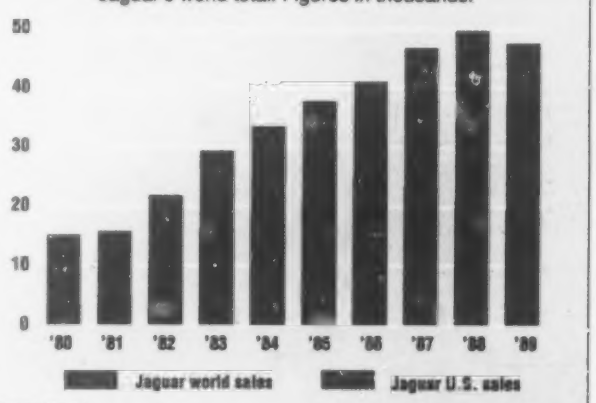
Can that really be accomplished under the weight of Ford's management overlay? Ford executives passionately believe so.

Bruce Blythe, Ford of Europe's corporate strategy vice president and the man who handed over £1.6 billion (then $2.6 billion) of his company's money to Jaguar's independent shareholders, suggests that the trick — no small one — is to completely remake the body without destroying the image.

"The concern is to maintain in the public mind what is true internally: that Jaguar is run as an

see JAGUAR, page 24

Where Jaguars were sold
Chart shows decline in U.S. sales relative to Jaguar's world total. Figures in thousands.



Source: Jaguar

AUTOMOTIVE NEWS / CHARLOTTE WINTER

Veneer trim is matched as it was in the early days of coachbuilding.

Toyota plans to appeal seat-belt verdict

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Toyota Motor Sales USA Inc. plans to appeal a $7.5 million jury award to a suburban Detroit couple who claim the seat belt in their 1986 4Runner was defective.

Last week a U.S. District Court jury awarded $6 million to the driver, Cliff Sadlier of West Bloomfield Township, and $1.5 million to his wife, Joanne, for "loss of companionship." She was not in the vehicle during the Feb. 9, 1988, accident.

Sadlier claimed that the belt malfunctioned, allowing his head to be thrown through the windshield and his body to hit the dashboard after his sport-utility struck a tree. He is paralyzed on his left side and spends 90 percent of his time in a wheelchair, his wife said.

Jeff Lyddan, senior counsel for Toyota, said Sadlier, 58, was not feeling well, drifted off the road and hit a tree two-feet in diameter at about 40 mph. Sadlier said he was going 27 mph.

Sadlier claimed there was slack in the shoulder belt that wasn't taken up by the retractor. He also said the manual lap-and-shoulder belt did not lock properly, Lyddan said.

But according to Lyddan, police officers at the site tested the belt and it worked.

"Our position is the belt performed as designed," Lyddan said. "It restrained him as much as possible."

Lyddan said Sadlier weighs at least 290 pounds.

AROUND THE WORLD

Korean 3rd quarter sales up

By Oles Gadacz
STAFF CORRESPONDENT

SEOUL, South Korea — South Korean automakers reported their best quarter of the year in the three months ended Sept. 30. Sales in the Korean market rose 21 percent over the second quarter, and exports were up 43.5 percent.

The five vehicle makers — Hyundai Motor Co., Kia Motors Corp., Daewoo Motor Co. Ltd., Ssangyong Motor Co. and Asia Motor Co. Ltd. — said total sales for the period rose 26 percent from the previous quarter, to 352,921 units. Home market sales accounted for 262,426 units, and 90,495 were exported.

The quarter-to-quarter surge raised home-market sales for the first nine months of the year to 700,193 units, up a surprising 27.7 percent from the year-earlier period. That represents a record annual pace of 970,000 units in the face of widespread forecasts that the local market would be down for 1990.

But makers said they have begun to note a slight cooling off in the mid-sized and luxury segments. Faced with a scheduled increase in gasoline prices in January, buyers have started to steer away from such mid-sized models as the Hyundai Sonata and Daewoo Royale in favor of smaller cars.

Nine-month export sales were 13 percent below last year's despite the third-quarter surge. Analysts said the quarterly gain largely reflected strong shipments of the Hyundai Scoupe.

More than 34,000 units were exported in September, the first time this year they have topped 30,000. Two years ago, that was the monthly average.

The industry reported modest success in its efforts to diversify exports away from North America. Export volume to Eastern European and Southeast Asian countries, while still modest, has been rising steadily, the companies said.

Meanwhile, the government-funded Korea Institute of Economics and Technology reported it expects capacity to grow an average of 11.7 percent a year until 1995, to 2.18 million units.

After 1995, it said, growth likely will slow to 8.5 percent annually, reaching 3.2 million units by 2000.

1990 KOREAN SALES

Units sold by quarter

Total sales:	
1st	283,304
2nd	279,852
3rd	352,921
Total	916,077
Domestic sales:	
1st	220,952
2nd	216,815
3rd	262,426
Total	700,193
Exports:	
1st	62,352
2nd	63,037
3rd	90,495
Total	215,884

When the all-new 100 luxury sedan debuts in Europe in December, the top model will use an all-new 2.8-liter V-6 that develops about 170 hp and will be priced around 55,000 marks. Eventually, the car will be offered with a range of four-, five- and six-cylinder engines.

Europe geared for Audi 100 debut

U.S. will see all-new replacement for old 5000 sedan next fall

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, Germany — Audi AG said it will introduce its all-new 100 luxury sedan — the next-generation 5000 model — in Europe next month and in the United States next fall. The car will debut in Britain next summer, the company said.

Although Audi has yet to disclose technical specifications or prices for the new car, it has released the first official photograph. The new 100 will be slightly narrower than its predecessor and will be offered with a range of four-, five- and six-cylinder engines, including an all-new V-6.

The new sedan, code-named C4, replaces the eight-year-old 100 that was badged 5000 in the United States until 1988.

In the late 1980s, the 5000 was the target of scores of complaints that it accelerated on its own, causing loss of control. But government reports in the United States, Japan and Canada concluded that driver error, not an engineering defect, was to blame.

With the crisis apparently passed, Audi of America has begun rebuilding its U.S. volume in 1990 after four consecutive years of decline. The new model next year is expected to give increased momentum to the recovery.

The official start of sales in Germany is pegged for the first week of December. According to sources, the range will begin with a 90-to-100-horsepower, four-cylinder model priced at about 35,000 marks (about $23,000) and will include a five-cylinder series of various displacements.

Initially, the top model will use the all-new 2.8-liter V-6 that develops about 170 hp. It will be priced around 55,000 marks ($36,400) in Germany.

The new V-6 will be outfitted at first with two valves per cylinder. A larger 3.0-liter version with four-valve technology and producing 220 to 250 hp is expected to be offered eventually. A 150-hp, 2.5-liter version will be added later.

As with the current model, the new 100 will be available with either front-wheel drive or, in the Quattro, all-wheel drive.

Additional versions based on the new 100 will debut in Europe in the fall of 1991, including replacements for the 200 luxury and Avant station wagon models. The Avant successor in its new configuration is expected to be more of a station wagon and shaped less like a large hatchback.

It is not clear whether Audi will continue to use the 200 badge on the replacement for the heavily equipped 200.

The new Audi is the fourth generation of the 100 top-line sedan, which dates back to 1968. The second model was introduced in 1976 and the current version followed in 1982. Introduction of the present 100 set a standard for aerodynamics in large sedans and established a design trend later followed by the Ford Taurus.

It boasted a drag co-efficient of 0.30, tops in the world among production cars at the time. Bigger tires and broader wheel housings have since caused the drag figure to rise to 0.32.

The C4 has an evolutionary, rather than revolutionary, shape, with a slightly slimmer body than the current model and a shorter rear overhang. The co-efficient of drag is understood to be a wind-cheating 0.29.

Length is about 189 inches (192.7 currently), but the wheelbase has been increased to about 110 inches, up from 105.6, affording more interior room.

The new model uses the grille from the Audi V8 flagship model, which is expected to continue in production until 1993 before being replaced with a new range-topper based on the C4.

Nissan reports gain in 1st half

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Nissan Motor Co. reported a 16.5 percent increase in unconsolidated net income to 46.8 billion yen ($339 million) for April to September, the first half of its fiscal year.

Operating income showed an increase of 11 percent to 72.8 billion yen ($528 million) and net sales were up 7 percent for the period to 2.05 trillion yen ($14.8 billion). Nissan attributed the upturn to strong domestic sales of new models.

Nissan raised its estimates for total domestic sales for the full fiscal year from 1.4 million to 1.45 million units. Despite an expected increase in sales, Executive Vice President Atsushi Muramatsu said conditions for the second half of the fiscal year are more severe. Muramatsu cited higher interest rates, lower stock exchange prices, the Persian Gulf crisis, a softer domestic market, and indications that a recession "may have already started in the United States" as factors that would eat away at profit during the second half. "We have to be prepared for a change for the worse," he said.

Muramatsu said revenue during the second half of the year should be "at least the same amount as the first half," but profit "would be at best the same as the first half." The forecast for the full year ending next March 31 calls for a 5.4 percent increase in net income to 90 billion yen ($652 million).

So far, there are no plans to change capital investment programs. Nissan has financed investment projects with 250 billion yen in excess cash, rather than going to the market to raise funds because of the higher interest rates.

Mitsubishi profit jumps in 1st half

TOKYO — Mitsubishi Motors Corp. said its net income for the six months ended Sept. 30, the first half of its fiscal year, rose 29.4 percent from a year earlier, to 12.06 billion yen ($93.5 million.)

The company said revenue rose 12.4 percent from a year earlier, to 1.06 trillion yen ($8.2 billion), aided by a 15.7 percent increase in small and medium passenger car sales and a 12.7 percent increase in mini-vehicle sales.

Mitsubishi said its Japanese sales rose to 360,199 units from 323,632 a year earlier, while exports slipped to 269,621 from 279,744.

— Mary Ann Maskery

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SALES

DOMESTIC CAR SALES

	Oct. 21 to Oct. 30, 1990	Same Period, 1989	Oct. 1990	Same Month, 1989	Jan. 1 to Oct. 31, 1990	Same Period, 1989
Summit	57	0	122	0	122	0
Talon	1,157	734	2,571	1,756	23,726	4,884
Premier	344	500	978	1,930	16,386	38,650
Total Eagle	**1,558**	**1,234**	**3,671**	**3,686**	**40,236**	**41,082**
Horizon	90	990	172	2,498	11,732	36,047
Laser	1,356	793	3,169	1,851	36,171	16,427
Sundance	2,855	2,374	7,232	6,124	53,974	73,955
Reliant	0	743	0	2,050	2,371	30,690
Acclaim	5,434	4,242	13,806	10,246	90,894	75,981
Caravelle	0	0	0	0	0	733
Gran Fury	0	0	0	0	0	1,443
Total Plymouth	**9,735**	**9,142**	**24,379**	**22,769**	**195,142**	**235,276**
LeBaron A	843	0	2,318	0	27,160	787
LeBaron J	1,996	2,684	4,993	7,194	51,495	74,668
LeBaron GTS	0	135	0	366	1,544	4,262
Fifth Avenue (rwd)	0	100	0	264	740	11,014
Fifth Avenue (fwd)	2,114	1,275	5,401	3,494	31,494	5,456
Imperial	689	0	1,731	0	10,490	0
New Yorker C	910	1,187	2,457	3,257	36,404	68,530
New Yorker E	0	0	0	0	0	237
Total Chrysler	**6,552**	**5,381**	**16,900**	**14,575**	**159,327**	**164,954**
Omni	82	1,054	181	3,050	11,578	36,840
Shadow	3,365	2,357	7,886	6,264	61,039	69,923
Monaco	229	0	1,902	0	10,811	0
Daytona	1,276	1,328	3,420	3,881	30,906	58,439
Aries	0	599	0	1,761	1,915	29,774
Lancer	0	108	0	240	1,081	2,887
Spirit	4,054	3,717	11,061	8,650	75,603	62,364
Diplomat	0	0	0	0	0	2,551
Dynasty	4,584	3,630	11,850	8,731	86,631	93,315
Dodge 600	0	0	0	0	0	808
Total Dodge	**13,590**	**12,793**	**36,300**	**32,577**	**279,564**	**356,901**
CHRYSLER MOTORS	**31,435**	**28,550**	**81,250**	**73,687**	**674,269**	**798,213**
Escort	11,107	8,896	30,842	23,708	247,718	296,857
Mustang	6,108	3,735	11,664	9,476	106,771	145,245
Tempo	5,721	6,550	17,386	24,833	190,702	197,996
Taurus	10,296	9,439	26,610	27,353	267,982	299,880
Thunderbird	4,318	2,896	10,059	10,203	91,320	107,806
Probe	1,357	3,586	4,070	10,216	96,417	117,325
Crown Victoria	4,666	2,328	10,625	7,016	98,392	95,144
Total Ford Div.	**43,573**	**37,430**	**111,256**	**112,805**	**1,099,302**	**1,260,253**
Topaz	1,424	1,908	4,629	6,050	63,301	75,104
Sable	3,035	2,864	10,189	8,027	84,020	97,241
Cougar	2,401	2,216	5,574	6,120	66,663	89,371
Grand Marquis	2,890	2,815	7,610	7,360	75,860	97,877
Total Mercury	**9,750**	**9,803**	**28,002**	**27,557**	**303,640**	**359,593**
Continental	1,590	1,809	4,520	4,593	51,412	46,955
Town Car	4,597	3,610	12,732	9,020	123,757	96,142
Mark VII	351	511	923	1,308	18,564	22,101
Total Lincoln	**6,538**	**5,930**	**18,175**	**14,921**	**193,733**	**167,198**
Total L-M Div.	**16,288**	**15,733**	**46,177**	**42,478**	**497,373**	**526,791**
FORD MOTOR CO.	**59,861**	**53,163**	**157,433**	**155,283**	**1,596,675**	**1,787,044**
Skyhawk	0	204	0	562	827	15,871
Somerset Skylark	3,521	2,264	7,439	4,524	80,668	54,377
Century	4,011	4,007	10,283	9,249	96,286	113,773
Regal	3,977	1,765	9,044	4,063	74,391	67,750
LeSabre	5,294	4,369	12,886	10,158	133,294	125,851
Reatta	187	325	467	826	5,740	6,982
Electra/Park Ave.	3,371	2,089	8,654	5,111	49,628	67,701
Riviera	609	461	1,391	1,132	17,669	16,301
Total Buick	**20,970**	**15,484**	**50,164**	**35,625**	**458,503**	**468,606**
Cimarron	0	0	0	0	0	240
Allante	116	76	292	245	2,848	2,882
Seville	742	520	1,889	1,441	28,947	18,593
DeVille	6,089	5,441	16,008	13,827	137,992	146,656
Brougham	987	1,920	2,956	3,878	28,285	31,205
Eldorado	606	734	1,696	1,789	19,331	26,302
Total Cadillac	**8,540**	**8,691**	**22,841**	**21,180**	**217,403**	**225,878**
Geo Metro	2,713	0	7,996	0	34,894	0
Geo Prizm/Nova	2,884	3,648	7,328	9,610	93,338	70,583
Cavalier	9,925	9,336	27,242	24,053	250,222	254,719
Camaro	1,627	1,960	4,750	4,701	71,019	87,785
Celebrity	145	954	419	2,491	27,821	137,230
Corsica/Beretta	5,847	6,138	18,308	16,292	249,961	296,092
Lumina	6,003	7,544	17,178	18,883	190,333	79,860
Caprice	2,865	3,014	8,995	7,507	139,001	134,489
Corvette	505	637	1,418	1,367	19,225	20,512
Total Chevrolet	**32,514**	**33,231**	**93,634**	**84,904**	**1,075,814**	**1,081,270**
Firenza	0	0	0	0	0	12
Calais	3,535	2,509	9,377	6,728	86,939	82,991
Cutlass Ciera	3,890	3,560	10,476	9,127	118,556	174,921
Cutlass Supreme	4,283	3,584	13,443	8,029	94,667	84,830
88	2,819	3,262	7,364	8,143	87,431	122,257
98	1,241	1,715	3,202	4,135	41,240	58,075
Toronado	389	551	875	984	12,521	7,725
Total Oldsmobile	**16,157**	**15,181**	**44,737**	**37,146**	**441,354**	**530,811**
Fiero	0	0	0	0	0	1,961
Sunbird	5,221	5,279	17,168	12,075	103,391	87,689
Firebird	857	998	2,389	2,436	35,294	50,590
Grand Am	4,382	6,103	13,131	17,318	177,908	176,097
Pontiac 6000	1,468	1,436	4,986	5,279	42,946	60,017
Grand Prix	3,883	3,014	10,377	7,530	102,862	98,611
Bonneville H	2,443	2,406	6,619	6,526	58,785	77,012
Safari/Parisienne	0	46	0	131	0	3,747
Total Pontiac	**18,254**	**19,282**	**54,670**	**51,295**	**521,186**	**555,724**
GENERAL MOTORS	**96,435**	**91,869**	**266,046**	**230,150**	**2,714,260**	**2,862,289**
Civic	5,692	7,272	13,550	15,339	164,070	146,152
Accord	9,190	8,333	22,682	15,378	237,675	177,933
HONDA	**14,882**	**15,605**	**36,232**	**30,717**	**401,745**	**324,085**
MX-6	935	1,028	1,886	2,054	25,337	34,629
626	1,580	101	3,506	125	38,260	126
MAZDA	**2,515**	**1,129**	**5,392**	**2,179**	**66,708**	**34,755**
MITSUBISHI	**1,532**	**1,548**	**3,835**	**3,754**	**42,319**	**25,330**
NISSAN	**5,472**	**3,773**	**10,541**	**8,243**	**91,575**	**90,156**
Corolla	5,456	2,917	10,641	6,247	114,955	65,588
Camry	9,514	4,892	19,295	10,409	182,326	102,424
TOYOTA	**14,970**	**7,809**	**29,936**	**16,656**	**297,281**	**168,012**
SUBARU	**576**	**0**	**1,279**	**0**	**10,145**	**0**
DOMESTIC TOTAL	**227,678**	**204,793**	**591,944**	**520,589**	**5,894,977**	**6,089,884**
IMPORT TOTAL			**195,335**	**217,786**	**2,090,266**	**2,367,644**
INDUSTRY TOTAL			**787,279**	**738,375**	**7,985,243**	**8,457,528**

TRUCKS

FROM PAGE 3

trucks can still turn in a 4.7 million year, compared to 4.8 million in 1989, according to auto sales analysts.

Big 3 market analysts feel that truck buyers aren't really gravitating toward cars, but rather are waiting out the current uncertainties in fuel prices and the economy.

That is particularly true of the big-van market.

Full-sized passenger vans, with sales of 3,580 units in October, were off 26.52 percent on a daily-selling-rate basis from October last year, according to an *Automotive News* analysis.

There were 27 selling days in October this year and 26 last year.

For 10 months, sales of 46,238 full-sized passenger vans were off 13.87 percent from last year.

Full-sized cargo vans, many of which are converted into passenger vans by RV companies, also are down.

They also have been hurt by dealers' reluctance to stock them due to high floorplanning costs.

Full-sized cargo vans accounted for 23,098 retail sales in October, off 16.18 percent on a daily-rate basis from October 1989.

For the first 10 months of 1990, sales of full-sized cargo vans totaled 292,254, off 14.40 percent.

Full-sized cargo vans accounted for 6.37 percent of industry light-truck sales in October, 6.61 percent in September and 6.65 percent in August, 1990. That was down from an 8.05 percent share for the first 10 months of calendar 1990 and a 9.23 percent share during the first 10 months of 1989.

Full-sized sport-utilities have trended down, with sales of 11,635 in October, off 36.34 percent from 17,608 a year ago on a daily-rate basis.

For 10 months of 1990, their 152,102 sales were off 18.16 percent from 185,863 last year.

Full-sized sport-utilities accounted for 3.23 percent of light-truck sales in October, 3.57 percent in September and 3.51 percent in August.

Those figures are down from a 3.85 percent share of the light-duty market during 10 months of 1990 and 4.56 percent in the comparable year-earlier period.

One dramatic change was the falloff in compact pickup truck sales.

October's 90,843 compact pickup sales were off 7.17 percent from 94,260 a year earlier on a daily selling rate basis.

Their 10-month sales of 952,573 were off 6.59 percent from the year earlier's 1,019,767 sales.

Their share of the light-duty market fell to 25.24 percent in October from 26.68 percent a year earlier.

The 10-month share was 24.12 percent this year, compared to 25.01 percent a year ago.

Industry analysts feel that compact pickups are down because they appeal to lower-income, entry-level buyers who are typically most affected by tighter credit restrictions other adverse economic factors.

Full-sized pickup sales were down only 6.10 percent for the 10-month period, and minivan sales were up 11.3 percent, with Chrysler's recent introduction of restyled compact vans and incentives on carryover models helping buoy that market.

IMPORTED CAR SALES

	Oct. 1990	Oct. 1989	10 Mos., 1990	10 Mos., 1989
Acura	11,163	10,865	120,114	121,572
Alfa Romeo	300	151	2,917	2,647
Aston Martin*	5	5	50	50
Audi	1,474	2,114	18,482	17,984
BMW	4,776	5,391	51,360	55,278
Chevrolet/Geo	7,795	7,258	114,179	98,811
Chrysler	183	638	3,871	6,499
Daihatsu	842	1,512	9,563	12,381
Dodge	3,547	3,550	21,133	32,381
Eagle	637	1,375	11,971	21,127
Ferrari*	80	80	800	800
Ford	3,656	5,123	47,188	61,105
Honda	26,022	24,538	207,507	209,965
Hyundai	10,202	14,663	113,928	160,705
Infiniti	2,750	0	18,099	0
Isuzu	1,084	604	4,370	15,167
Jaguar	1,089	1,507	15,180	15,389
Lamborghini*	13	13	130	130
Lexus	5,530	3,416	50,944	7,970
Lotus*	27	27	270	270
Maserati*	20	20	200	217
Mazda	11,373	13,841	132,322	157,487
Mercedes-Benz	6,795	5,974	62,523	62,304
Mercury	6,450	4,503	35,170	60,878
Mitsubishi	6,799	6,705	87,985	62,719
Nissan	22,103	29,649	273,096	344,878
Peugeot	309	426	3,648	5,188
Plymouth	2,410	3,554	18,488	30,354
Pontiac	1,950	1,351	35,952	42,605
Porsche	605	688	7,705	8,020
Rolls/Bentley*	100	100	1,000	1,000
Saab	1,967	2,357	22,635	28,627
Sterling	305	510	3,443	5,054
Subaru	7,135	8,747	82,497	119,921
Suzuki	622	688	5,815	5,306
Toyota	29,266	36,294	308,019	383,594
Volkswagen	10,252	10,984	113,305	111,564
Volvo	5,196	7,697	78,802	88,504
Yugo	503	868	5,605	9,193
TOTAL	**195,335**	**217,786**	**2,090,266**	**2,367,644**

*Estimate

LIGHT TRUCK SALES

	Oct. 1990	Oct. 1989	10 Mos., 1990	10 Mos., 1989
Vans	9,969	12,573	127,087	145,611
Aerostar	14,278	13,385	154,704	163,992
Club Wagon	1,634	2,297	17,780	21,713
Ranger	21,641	23,311	242,397	237,235
Bronco	2,819	5,132	42,023	52,394
Bronco II/Explorer	19,620	9,022	143,098	92,380
Pickups	39,184	39,615	458,487	487,265
Ford	**109,145**	**105,335**	**1,185,576**	**1,200,590**
Vans	7,049	7,060	87,826	102,963
Sportsvan	525	614	7,396	8,610
Geo Tracker†	2,826	1,194	29,222	8,511
Astro	9,020	9,195	104,920	126,924
Lumina APV	4,015	1,740	56,293	1,808
S-10	18,048	16,964	182,318	199,152
S-10 Blazer	10,686	13,802	125,890	152,575
Blazer	1,030	1,887	14,224	18,988
Suburban	3,775	5,223	47,864	55,496
Pickups	35,235	30,787	418,655	453,010
Chevrolet	**92,209**	**88,466**	**1,074,608**	**1,128,037**
Pontiac Trans Sport	**2,235**	**859**	**26,196**	**859**
Olds Silhouette	**2,517**	**310**	**22,304**	**310**
Vans	3,553	4,455	48,103	59,718
Ram Wagon	1,236	1,541	18,861	20,872
Voyager	12,674	12,556	144,816	154,123
Caravan	14,888	15,839	162,755	169,682
Caravan C/V	340	729	9,597	11,849
Town & Country	200	311	2,407	1,279
Ram 50	1,232	2,557	10,345	25,491
Raider	0	1,271	1,092	8,216
Ramcharger	691	1,495	9,385	16,660
Dakota	6,377	7,556	64,839	75,991
Pickups	6,274	9,195	77,403	74,003
Chrysler	**47,465**	**57,505**	**549,603**	**617,884**
Vans	2,527	2,607	31,439	35,606
Safari	2,824	2,051	29,378	27,729
S-1/Sonoma	4,342	4,055	39,145	44,410
S-15 Jimmy	2,930	3,534	31,452	37,102
Jimmy	332	558	4,120	5,521
Suburban	1,766	1,858	20,574	19,486
Pickups	11,213	9,315	119,493	129,232
P Model	226	274	2,284	3,242
W-4	103	167	1,090	1,151
GMC	**26,263**	**24,419**	**278,975**	**303,479**
Wrangler	3,486	3,610	44,072	44,409
Wagoneer	390	487	3,026	5,539
Cherokee	11,282	11,432	106,083	133,127
Grand Wagoneer	373	798	5,482	9,085
Comanche	743	2,251	11,070	22,077
Jeep	**16,274**	**18,578**	**169,733**	**214,237**
Daihatsu	**270**	**0**	**3,967**	**0**
Isuzu*	**3,663**	**10,438**	**87,697**	**83,356**
Mazda*	**9,882**	**8,800**	**105,887**	**99,205**
Mitsubishi	**2,461**	**2,664**	**33,325**	**31,035**
Nissan*	**15,095**	**10,646**	**153,489**	**142,980**
Range Rover	**315**	**292**	**3,669**	**3,854**
Suzuki*	**983**	**2,211**	**11,948**	**21,998**
Toyota	**24,804**	**22,403**	**236,017**	**224,856**
Volkswagen	**390**	**371**	**5,856**	**4,448**
Imports	**63,863**	**57,825**	**641,855**	**611,732**
Industry Total	**359,971**	**353,297**	**3,948,850**	**4,077,128**

*Includes domestic vehicles †Includes imported Tracker

Sales charts compiled by Karen Delkowski

U.S. CAR SALES BY MARKETING UNITS

(Domestic totals include captive imports. Import totals include transplants and all corporate divisions.)

	Oct 1990	Oct 1989	Percent Share
Alfa Romeo	300	151	0.0
Aston Martin*	5	5	0.0
Am. Honda	73,417	66,126	9.3
BMW	4,776	5,391	0.6
Buick	50,164	35,625	6.4
Cadillac	22,841	21,180	2.9
Chevrolet	101,429	92,162	12.9
Chrysler	17,083	15,213	2.2
Daihatsu	842	1,512	0.1
Dodge	39,847	36,127	5.1
Eagle	4,308	5,061	0.5
Ferrari*	80	80	0.0
Ford	114,912	117,928	14.6
Hyundai	10,202	14,663	1.3
Isuzu	1,084	604	0.1
Jaguar	1,089	1,507	0.1
Lamborghini*	13	13	0.0
Lincoln	18,175	14,921	2.3
Lotus*	27	27	0.0
Maserati*	20	20	0.0
Mazda	16,765	16,020	2.1
Mercedes	6,795	5,974	0.9
Mercury	34,452	32,060	4.4
Mitsubishi	10,634	10,459	1.4
Nissan Motor	35,394	37,892	4.5
Oldsmobile	44,737	37,146	5.7
Peugeot	309	426	0.0
Plymouth	26,789	26,323	3.4
Pontiac	56,620	52,646	7.2
Porsche	605	688	0.1
Rolls Bentley*	100	100	0.0
Saab	1,967	2,357	0.2
Sterling	305	510	0.0
Subaru	8,414	8,747	1.1
Suzuki	622	688	0.1
Toyota Motor	64,732	56,366	8.2
Volvo	5,196	7,697	0.7
VWoA	11,726	13,098	1.5
Yugo	503	868	0.1
TOTAL	**787,279**	**738,375**	**100.0**
GM	**275,791**	**238,758**	**35.0**
FORD	**167,539**	**164,909**	**21.3**
CHRYSLER	**88,627**	**82,724**	**11.2**
JAPANESE	**211,904**	**198,498**	**26.9**
EUROPEAN	**33,816**	**38,912**	**4.3**
KOREAN	**66,622**	**67,309**	**1.3**

*Estimate. Big 3 totals include their captive imports.

SALES

FROM PAGE 3

United States. Japanese transplants sold 87,215 cars last month, up 41.70 percent, or 25,666 units over October 1989. "Import sales are weakening somewhat, but they're not all that bad," Webb said.

Ford Motor Co. and the European and Korean makers lost car market share for the month, while Chrysler Corp. and the Japanese held even compared to a year ago.

Webb said he expects the GM run to pick up speed. "It started with the Geo line in the beginning of the year," he said, "then continued with the (Pontiac) Sunbird in the compact market."

Webb expects GM to continue to pick up market share because of Saturn. "Saturn will take some sales from the Asian market — but not tremendously," he said. "The Ford Escort could also be hurt by Saturn." Through Oct. 31, Escort sales totaled 247,718; sales of the Geo line, both domestic and imported, totaled 242,411 cars.

Chrysler got improved performances from all car divisions in late October. Only Honda and Mitsubishi reported fewer sales of U.S.-built cars than last year.

Light-truck deliveries in October rose 1.89 percent over October 1989.

Combined car and truck sales for the month totaled 1,147,250, up 5.09 percent over a year ago.

The year-to-date figures aren't as rosy, with combined sales of imported and domestic cars and light trucks down 4.79 percent. Each of the Big 3 and the imports as a group trail last year's sales; all of the transplants are up.

Ford, GM and Chrysler held 71.9 percent of the U.S. vehicle market through the end of October, down two percentage points from last year. Those two percentage points went to the Asian makers.

General Motors is the only one of the Big 3 with a higher market share for the year; its combined car and truck share is 35.8 percent vs. 35.4 percent at this point last year.

DOMESTIC Market Shares

	October Sales	Pct. of Total
Subcompact	88,377	14.93
Compact	174,419	29.47
Intermediate	222,188	37.53
Standard	104,783	17.70
Specialty	2,177	0.37
TOTAL	591,944	100.00

Yugo raises price of GV Plus 8.8%

Yugo America Inc. still has the lowest sticker price in America, but Yugo last week hiked its price 8.8 percent to $4,825 for the basic Yugo GV Plus for 1991.

The company said dealer margin more than doubles to 16.1 percent, which Yugo calls "the highest percent margin in the small car market segment."

The 1991 price increase is softened by the addition of a rear-window wiper/washer as standard. It had been an option.

— Jim Henry

SATURN

FROM PAGE 1

munications.

Spokeswoman Jennifer Schettler said: "We're not going to talk about future products, and we're not going to talk about future capacity."

Special luxury versions of the twin-cam sedan (SL2) and 2+2 debut at the beginning of the 1992 model year. Those vehicles will have leather interiors, sportier exterior treatment (including new aluminum wheels and small rear spoiler) and standard anti-lock brakes. Saturn dealers were shown the vehicles at a meeting in Nashville, Tenn., during the first week of October.

Saturn plans to build about 7,800 of the luxury-sport sedans and about 10,000 of the comparable 2+2 in the 1992 model year.

Production of the single-cam sedan is slated to reach 78,000 in the 1992 model year, up from this year's target of 30,700. The build of the twin-cam sedan is targeted at just short of 70,000 in 1992, up from the 1991 target of about 37,000. The regular 2+2 is scheduled to climb to 69,000 units next year, up from the 1991 target of 31,600.

A convertible based on the current 2+2 is scheduled to debut midway in the 1992 model year, with pilot production due to begin next October and full production slated for January 1992. Production of just under 5,000 convertibles is planned during the 1992 model year.

Total production at the Saturn plant in Spring Hill, Tenn., is scheduled to reach 240,000 in the 1992 model year, up from the 99,000 targeted for this year.

Pilot production of two wagon models — one with the single-cam engine and the other an upscale version with the twin-cam engine — is slated to begin in June 1992. The wagons will debut as 1993 models, with regular production scheduled to begin in August 1992.

Dealers said they look forward to the introduction of the wagons because they will be GM's only small wagons by 1994.

"There is good demand from young families who want a wagon, but don't need one as big as the Caprice wagon," said a Saturn dealer who did not want to be identified.

Saturn's passenger-car line is slated to reach full maturity in the 1994 model year with the introduction of a pair of two-door hatchbacks based on the sedan design. Pilot production of the new two-door models is planned for June and July 1993, with regular production slated for August that year.

Saturn anticipates that the new two-doors will immediately contribute to the line, with first-year production of a single-cam version slated to be about 54,500 and a twin-cam version at nearly 30,000.

The 1994 model year also is scheduled to be big for Saturn in terms of content — and safety features. All Saturn vehicles, beginning in 1994, will have standard driver and passenger air bags and standard anti-lock brakes, according to Saturn and GM sources.

The production schedules also strongly suggest that 1994 will be the year that the sedan is reskinned for the first time. Sedan production in the 1994 model year is scheduled to fall to a three-model aggregate of about 137,000, down sharply from the 170,000 planned for the previous year.

The 2+2 is a likely candidate for reskinning in 1995, when a three-model total of 87,000 units are planned, down from nearly 100,000 on the 1994 schedule.

Total production at the Spring Hill plant is scheduled to reach 303,000 in the 1993 model year and 360,000 in 1994 through 1996. At that point, Saturn would be forced to expand capacity — by enlarging the plant or building a second facility if it wanted to increase output further or add models.

5-year plan may require plant add-on

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

Saturn Corp. may have to expand its new $2-billion car plant in Spring Hill, Tenn., in as soon as two to three years to keep up with a five-year growth plan.

The huge factory would have to increase capacity by half over its current full-production rating to meet 1995 sales forecasts.

The factory was built to produce up to 240,000 cars a year. But by model-year 1995, Saturn anticipates producing up to 360,000 cars

see EXPAND, page 44

U.S. CAR AND LIGHT-TRUCK SALES, 10 MONTHS — 1990 vs. 1989 (ranked by car and light-truck total sales)

Company	Car Sales 1990	Car Sales 1989	1990 Share	1989 Share	Truck Sales 1990	Truck Sales 1989	1990 Share	1989 Share	Car & Truck Totals 1990	Car & Truck Totals 1989	% Share of Total Car & Truck Market 1990	% Share of Total Car & Truck Market 1989	Changes Share (Points)	Changes Sales (Percent)
Ford	1,146,490	1,321,358	14.4	15.6	1,185,576	1,200,590	30.0	29.4	2,332,066	2,521,948	19.5	20.1	– 0.6	– 7.5
Chevrolet	1,189,993	1,180,081	14.9	14.0	1,074,608	1,128,037	27.2	27.7	2,264,601	2,308,118	19.0	18.4	0.6	– 1.9
Toyota	605,300	551,606	7.6	6.5	236,017	224,856	6.0	5.5	841,317	776,462	7.0	6.2	0.9	8.4
Dodge	300,697	389,282	3.8	4.6	402,380	462,482	10.2	11.3	703,077	851,764	5.9	6.8	– 0.9	– 17.5
Honda	609,252	534,050	7.6	6.3	—	—	—	—	609,252	534,050	5.1	4.3	0.8	14.1
Pontiac	557,138	598,329	7.0	7.1	26,196	859	0.7	0.0	583,334	599,188	4.9	4.8	0.1	– 2.6
Nissan	364,671	435,034	4.6	5.1	153,489	142,980	3.9	3.5	518,160	578,014	4.3	4.6	– 0.3	– 10.4
Oldsmobile	441,354	530,811	5.5	6.3	22,304	310	0.6	0.0	463,658	531,121	3.9	4.2	– 0.4	– 12.7
Buick	458,503	468,606	5.7	5.5	—	—	—	—	458,503	468,606	3.8	3.7	0.1	– 2.2
Plymouth	213,630	265,630	2.7	3.1	144,816	154,123	3.7	3.8	358,446	419,753	3.0	3.3	– 0.3	– 14.6
Mercury	338,810	420,471	4.2	5.0	—	—	—	—	338,810	420,471	2.8	3.4	– 0.5	– 19.4
Mazda	199,030	192,242	2.5	2.3	105,887	99,205	2.7	2.4	304,917	291,447	2.6	2.3	0.2	4.6
GMC	—	—	0.0	0.0	278,975	303,479	7.1	7.4	278,975	303,479	2.3	2.4	– 0.1	– 8.1
Cadillac	217,403	225,878	2.7	2.7	—	—	—	—	217,403	225,878	1.8	1.8	0.0	– 3.8
Lincoln	193,733	167,198	2.4	2.0	—	—	—	—	193,733	167,198	1.6	1.3	0.3	15.9
Jeep	—	—	0.0	0.0	169,733	214,237	4.3	5.3	169,733	214,237	1.4	1.7	– 0.3	– 20.8
Chrysler	163,198	171,453	2.0	2.0	2,407	1,279	0.1	0.0	165,605	172,732	1.4	1.4	0.0	– 4.1
Mitsubishi	130,304	88,049	1.6	1.0	33,325	31,035	0.8	0.8	163,629	119,084	1.4	1.0	0.4	37.4
Acura	120,114	121,572	1.5	1.4	—	—	—	—	120,114	121,572	1.0	1.0	0.0	– 1.2
Volkswagen	113,305	111,564	1.4	1.3	5,856	4,448	0.1	0.1	119,161	116,012	1.0	0.9	0.1	2.7
Hyundai	113,928	160,705	1.4	1.9	—	—	—	—	113,928	160,705	1.0	1.3	– 0.3	– 29.1
Subaru	92,642	119,921	1.2	1.4	—	—	—	—	92,642	119,921	0.8	1.0	– 0.2	– 22.7
Isuzu	4,370	15,167	0.1	0.2	87,697	83,356	2.2	2.0	92,067	98,523	0.8	0.8	0.0	– 6.6
Volvo	78,802	88,504	1.0	1.0	—	—	—	—	78,802	88,504	0.7	0.7	0.0	– 11.0
Mercedes-Benz	62,523	62,304	0.8	0.7	—	—	—	—	62,523	62,304	0.5	0.5	0.0	0.4
Eagle	52,207	62,209	0.7	0.7	—	—	—	—	52,207	62,209	0.4	0.5	– 0.1	– 16.1
BMW	51,360	55,278	0.6	0.7	—	—	—	—	51,360	55,278	0.4	0.4	0.0	– 7.1
Lexus	50,944	7,970	0.6	0.1	—	—	—	—	50,944	7,970	0.4	0.1	0.4	0.0
Saab	22,635	28,627	0.3	0.3	—	—	—	—	22,635	28,627	0.2	0.2	0.0	– 20.9
Audi	18,482	17,984	0.2	0.2	—	—	—	—	18,482	17,894	0.2	0.1	0.0	2.8
Infiniti	18,099	0	0.2	0.0	—	—	—	—	18,099	0	0.2	0.0	0.2	0.0
Suzuki	5,815	5,306	0.1	0.1	11,948	21,998	0.3	0.5	17,763	27,304	0.1	0.2	– 0.1	– 34.9
Jaguar	15,180	15,389	0.2	0.2	—	—	—	—	15,180	15,389	0.1	0.1	0.0	– 1.4
Daihatsu	9,563	12,381	0.1	0.1	3,967	0	0.1	0.0	13,530	12,381	0.1	0.1	0.0	9.3
Porsche	7,705	8,020	0.1	0.1	—	—	—	—	7,705	8,020	0.1	0.1	0.0	– 3.9
Yugo	5,605	9,193	0.1	0.1	—	—	—	—	5,605	9,193	0.0	0.1	0.0	– 39.0
Range Rover	—	—	0.0	0.0	3,669	3,854	0.1	0.1	3,669	3,854	0.0	0.0	0.0	4.8
Peugeot	3,648	5,188	0.0	0.1	—	—	—	—	3,648	5,188	0.0	0.0	0.0	– 29.7
Sterling	3,443	5,054	0.0	0.1	—	—	—	—	3,443	5,054	0.0	0.0	0.0	– 31.9
Alfa Romeo	2,917	2,647	0.0	0.0	—	—	—	—	2,917	2,647	0.0	0.0	0.0	10.2
Rolls/Bentley*	1,000	1,000	0.0	0.0	—	—	—	—	1,000	1,000	0.0	0.0	0.0	0.0
Ferrari*	800	800	0.0	0.0	—	—	—	—	800	800	0.0	0.0	0.0	0.0
Lotus*	270	270	0.0	0.0	—	—	—	—	270	270	0.0	0.0	0.0	0.0
Maserati	200	217	0.0	0.0	—	—	—	—	200	217	0.0	0.0	0.0	– 7.8
Lamborghini*	130	130	0.0	0.0	—	—	—	—	130	130	0.0	0.0	0.0	0.0
Aston Martin*	50	50	0.0	0.0	—	—	—	—	50	50	0.0	0.0	0.0	0.0
TOTAL	**7,985,243**	**8,457,528**	**100.0**	**100.0**	**3,948,850**	**4,077,128**	**100.0**	**100.0**	**11,934,093**	**12,534,656**	**100.0**	**100.0**	—	**– 4.8**
TOTAL BIG 3	**5,273,156**	**5,801,306**	**66.0**	**68.8**	**3,306,995**	**3,465,396**	**83.7**	**85.0**	**8,580,151**	**9,266,702**	**71.9**	**73.9**	**– 2.0**	**– 7.4**
TOTAL EUROPE	**388,055**	**412,219**	**4.9**	**4.9**	**9,525**	**8,302**	**0.2**	**0.2**	**397,580**	**420,521**	**3.3**	**3.4**	**0.0**	**– 5.5**
TOTAL ASIA	**2,324,032**	**2,244,003**	**29.1**	**26.5**	**632,330**	**603,430**	**16.0**	**14.8**	**2,956,362**	**2,847,433**	**24.8**	**22.7**	**2.1**	**3.8**
GM	2,864,391	3,003,705	35.9	35.5	1,402,083	1,432,685	35.5	35.1	4,266,474	4,436,390	35.8	35.4	0.4	3.8
Ford	1,679,033	1,909,027	21.0	22.6	1,185,576	1,200,590	30.0	29.4	2,864,609	3,109,617	24.0	24.8	– 0.8	– 7.9
Chrysler	729,732	888,574	9.1	10.5	719,336	832,121	18.2	20.4	1,449,068	1,720,695	12.1	13.7	– 1.6	– 15.8
Honda/Acura	729,366	655,622	9.1	7.8	0	0	0.0	0.0	729,366	655,622	6.1	5.2	0.9	11.2
Nissan/Infiniti	382,770	435,034	4.8	5.1	153,489	142,980	3.9	3.5	536,259	578,014	4.5	4.6	– 0.1	– 7.2
Toyota/Lexus	656,244	559,576	8.2	6.6	236,017	224,856	6.0	5.5	892,261	784,432	7.5	6.3	1.2	13.7
VW/Audi	131,787	129,548	1.7	1.5	5,856	4,448	0.1	0.1	137,643	133,996	1.2	1.1	0.1	2.7

*Estimate

Imports play incentive game

Toyota, Mazda, Mitsubishi pay rebates to buyers, dealers

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

Three Japanese automakers have announced new or revised incentive programs.

Toyota Motor Sales U.S.A. Inc.'s new program, which expires Jan. 3, covers 1989, 1990 and 1991 models. It pays dealers $300 to $1,100 on Camry, $200 to $1,000 on Corolla, $600 to $1,200 on base two-wheel-drive and four-wheel-drive trucks and $200 to $800 on other trucks. The payments are based on performance against sales quotas.

Mitsubishi Motor Sales of America Inc. announced dealer rebates on 1990 and 1991 cars and trucks. The rebates vary by regions, and the program ends Dec. 31.

Dealer rebates, based on performance against quotas, range from $350 to $2,000 on 1990 and 1991 Galant, Eclipse and 2wd and 4wd pickups in the Western, Southwest and Southeast regions, and on 1990 and 1991 Galant, Eclipse and Montero in the Northeast and North Central regions.

The program also pays per-unit rebates to dealers of $1,500 on the 1990 Montero and $500 on the 1991 Montero in the Western, Southwest and Southeast regions and $1,000 on the 1990 Mirage and $500 on the 1991 Mirage in the Western region.

It pays per-unit rebates to dealers of $500 on 1990 and 1991 Mirages in the Southwest, Northeast, Southeast and North Central regions. The program also pays $500-per-unit rebates to dealers on 1990 and 1991 2wd and 4wd pickups in the Northeast and North Central regions.

Mazda Motor of America Inc. announced consumer incentives on 1990 cars. They are $750 on 323-SE and Protege SE and LX, $1,000 on MX-6 and $1,500 on 626.

Mazda has raised the per-unit rebate on 1990 trucks from $750 to $1,000 on 2wd unit and from $1,000 to $1,250 on the 4wd unit. It also is offering the SE5 or LE5 trim package at no charge. The MPV has discounts of $886 and $1,246 on option packages. The Mazda incentives expire Jan. 3.

INCENTIVE WATCH
CUSTOMER INCENTIVES

	Rebates	Expiration Date
Chrysler Corp. (1989-90)		
Chrysler	$500-2,000	12/16
Dodge cars	$1,000-2,500	12/16
Dodge trucks	$500-2,500	12/16
Eagle	$1,000-2,500	12/16
Jeep	$1,000-3,000	12/16
Plymouth	$1,000-1,300	12/16
Finance rate, in lieu of rebate, starts at 7.9 percent.		
Chrysler Corp. (1991)		
Chrysler	$500-750	12/16
Dodge cars	$400-1,000	12/16
Dodge trucks	$500-750	12/16
Eagle	$400-500	12/16
Jeep	$300-3,000	12/16
Plymouth	$400-500	12/16
Ford Motor Co. (1990)		
Festiva	$700	12/11
Escort	$1,000	12/11
Ranger	$1,500	12/11
Lincoln	$1,500	12/11
Ford Motor Co. (1991)		
Ford cars	$500-750	12/11
Ford trucks	$500-1,000	12/11
Mercury	$500-750	12/11
Finance rate, in lieu of rebate, starts at 7.9 percent. Rebate on 1991 Crown Victoria expires Jan. 31, 1991.		
General Motors (1990)		
Buick Reatta*	$3,000	12/12
Other Buick*	$250-1,000	12/12
Cadillac	$1,500	12/12
Chevrolet Geo	$500-1,250	12/12
Other cars	$500-1,000	12/12
Geo Tracker	$1,000	12/12
Other trucks	$500-1,000	12/12
Oldsmobile	$1,500-2,500	12/12
Pontiac	$500-1,000	12/12
*Based on option package selected. All makes except Cadillac offer cut-rate financing in lieu of rebates.		
General Motors (1991)		
Buick Reatta*	$3,000	12/12
Other Buick*	$250-1,000	12/12
Cadillac Brougham	$1,500	12/12
Chevrolet Geo	$500-800	12/12
Other cars	$500-1,000	12/12
Geo Tracker	$500-1,000	12/12
Other trucks	$500-1,000	12/12
Oldsmobile	$500-1,500	12/12
Pontiac	$500-750	12/12
*Based on option package selected. All makes except Cadillac offer cut-rate financing in lieu of rebates.		
Hyundai (1990)	$500-1,250	12/3
Mazda (1990)		
Cars	$750-1,500	1/3
Trucks	$1,000-1,250 plus free trim package	1/3
MPV	$886-1,246 discount on option packages	1/3
Subaru (1990)		
Loyale	$300-1,050	1/3

Note: Some makers offer rebates to buyers of 1988 and 1989 models. Those programs are omitted from this table because of the limited number of those vehicles still in dealers' hands.

INCENTIVE WATCH
DEALER INCENTIVES

	Rebate	Expiration Date
Chrysler Corp. (1989-91)		
Cars & trucks	$250-1,000, quota	12/31
Ford Motor Co. (1990)		
Ford cars	$1,000-1,400	12/11
Taurus SHO	$3,000	12/11
Trucks	$1,100-1,500	12/11
Mercury	$1,000-1,500	12/11
Audi (1990)		
100 Series	$3,000	12/31
Hyundai (1990)	$150-500, quota	12/3
Isuzu (1990)		
Impulse	$1,500	12/31
Trooper	$1,700	12/31
Pickup	$1,700	12/31
Mitsubishi (1990-91)		
Mirage	$500-1,000	12/31
Other cars	$350-2,000, quota	12/31
Trucks	$350-2,000*	12/31
*Some truck rebates are based on quotas. Mitsubishi rebates vary by region.		
Nissan (1990)		
Sentra	$500-1,500	12/31
Stanza	$800-1,500, based on number sold	12/31
Maxima	$200-700, based on number sold	12/31
240SX	$1,000-2,000, based on number sold	12/31
Trucks	$1,200	12/31
Nissan (1991)		
Trucks	$400-800, based on number sold	1/4
Peugeot (1989)		
405	$2,500-3,500	None
Subaru		
Justy (1990-91)	$500	1/3
XT (1989-91)	$2,000	1/3
Loyale (1990)	$800-1,500, quota	1/3
Legacy (1990)	$1,500-2,000, quota	1/3
Legacy (1991)	$900-1,400, quota	1/3
Suzuki (1990)		
Swift	$400-1,400, based on number sold	12/3
Sidekick	$1,000-2,000, based on number sold	12/3
Suzuki (1991)		
Swift	$500-1,000, based on number sold	12/3
Sidekick	$1,000-2,000, based on number sold	12/3
Toyota (1989-91)		
Corolla, Camry	$200-1,100 quota	1/3
Trucks	$200-1,200 quota	1/3
Volkswagen (1990)		
Golf	$500	12/31
Fox	$500	None
Corrado	$1,500	None

Note: Some makers offer rebates to dealers on sales of 1988 and 1989 models. Most of those programs are omitted from this table because of the limited number of those vehicles still in dealers' hands.

EXPAND

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annually, according to a Saturn product plan developed in June.

Saturn originally was planned to have an annual capacity of 500,000 cars. But shortly after the project was announced, its size was halved. Saturn has maintained that its long-term plan is still to reach the 500,000-a-year figure.

"We bought a lot of land here," said spokeswoman Laurie Kay of the 2,400-acre site. "The possibility for expansion is always there."

Saturn will not release official production figures until later this month, by which time the plant is expected to reach a production level of 200 cars a day.

Normal full-capacity production of 20,000 a month will not occur until the beginning of its 1992 model run in the summer of 1991.

Saturn is scheduled to produce 303,000 cars during model-year 1993, increasing to 360,000 cars a year by model-year 1995.

Kay indicated that some additional capacity could be obtained "without a major brick and mortar expansion."

Saturn could produce some of the additional 120,000 cars with more workers or extensive overtime work.

Toyota Motor Manufacturing U.S.A. Inc. recently confirmed that its 200,000-unit-a-year car plant in Georgetown, Ky., would yield 240,000 cars annually by 1992 without a physical expansion.

A General Motors plant in Antwerp, Belgium, increased its capacity by nearly half over the past two years by enlarging its workforce and switching to a three-shift schedule. The plant now operates with 10-hour, four-day-a-week shifts that reduce down time.

Saturn management and the UAW are now considering a plan to institute a similar schedule at Saturn, but Kay said the idea is still under discussion.

The UAW has been hesitant to accept the concept at other GM plants.

Saturn is now adding 1,000 new associates to its current workforce of 3,300 for a second shift that will start next spring. But there are no plans for a third shift, Kay said.

Car stocks rise to 66 days, but trail '89 backlog

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

The supply of new cars was higher on Nov. 1 than on Oct. 1, but it was in better shape than at the end of October last year when dealer showrooms and lots were loaded as sales slowed after late-summer clearance efforts.

Combined stocks of U.S.-built and imported cars totaled 1,933,837 units on Nov. 1, a 66-day supply, compared to a 58-day supply Oct. 1 and a 74-day supply last Nov. 1. The domestic automakers had a 66-day supply on hand; the importers, a 73-day supply.

The seven-year average of domestic and import new-car stocks on Nov. 1 is 61 days.

Aside from Toyota, every automaker that builds cars in the United States reported an increase in stocks. Toyota reported a 22-day supply of unsold cars built at its Georgetown, Ky., plant and a 35-day supply of imported cars, for a combined 29-day supply, the lowest among domestic makers.

Subaru reported the highest figures. Its Legacy model, built in Lafayette, Ind., had a 300-day supply, and Subaru's combined unsold stocks were 100 days on Nov. 1. Eagle dealers had a 458-day supply of Summits, but the cars were delivered to retailers late in the month.

General Motors had the highest inventory among Big 3, a 73-day supply, up from 58 days on Oct. 1. Ford Motor Co.'s stocks rose to 70 days from 57, and Chrysler Corp.'s edged up to 71 days from 69.

IMPORTED VEHICLES, DAYS' SUPPLIES

	Nov. 1, 1990	Oct. 1, 1990	Nov. 1, 1989
Car			
Chevrolet	132	107	114
Chrysler Motors	106	83	106
Dodge	76	—	—
Acura	48	45	52
Daihatsu	68	71	65
Honda	34	41	30
Infiniti	40	39	—
Isuzu	272	367	113
Lexus	17	15	30
Mazda	55	47	64
Mitsubishi	72	16	123
Nissan	84	69	99
Subaru	64	55	91
Suzuki	87	72	170
Toyota	35	34	49
JAPAN	**59**	**50**	**69**
Audi	121	84	94
BMW	70	71	60
Mercedes-Benz	38	37	27
Mercury	79	60	22
Porsche	75	65	90
Volkswagen†	124	123	91
GERMANY	**86**	**81**	**68**
Alfa Romeo	167	114	114
Ford	97	74	103
Hyundai	59	62	41
Jaguar	65	33	34
Peugeot	88	86	90
Pontiac	102	37	108
Eagle/Chrysler	58	232	139
Saab	63	55	61
Sterling	59	57	73
Volvo	136	66	57
Yugo	73	85	120
Other Countries	**85**	**62**	**62**
Total Import Cars	**73**	**64**	**68**
Truck			
Daihatsu	45	48	—
Geo Tracker*	92	74	192
Isuzu*	111	114	81
Mazda*	63	60	54
Mitsubishi	137	99	95
Nissan*	74	36	60
Range Rover	66	63	27
Suzuki*	179	134	104
Toyota	29	30	49
Dodge	63	110	100
Total Imp. Trucks	**65**	**51**	**69**
Total Imp. Vehicles	**66**	**61**	**68**

†Includes cars built in Brazil and Mexico
*Includes domestic vehicles

DOMESTIC CARS, DAYS' SUPPLIES

	Nov. 1, 1990	Oct. 1, 1990	Nov. 1, 1989
Summit	458	—	—
Talon	103	83	75
Premier	53	28	132
Total Eagle	**184**	**58**	**105**
Horizon	111	39	69
Laser	117	100	128
Sundance	85	89	59
Reliant	—	—	56
Acclaim	52	62	66
Total Plymouth	**71**	**78**	**89**
LeBaron A	114	100	—
LeBaron J	71	67	99
LeBaron GTS	—	—	130
Fifth Avenue (rwd)	—	—	105
Fifth Avenue (fwd)	65	87	102
Imperial	65	106	—
New Yorker C	82	57	97
Total Chrysler	**78**	**77**	**100**
Omni	117	45	59
Shadow	78	81	50
Monaco	18	15	—
Daytona	96	96	121
Aries	—	—	53
Lancer	—	—	142
Spirit	59	65	73
Dynasty	45	43	49
Total Dodge	**68**	**59**	**86**
CHRYSLER MOTORS	**69**	**67**	**78**
Escort	70	58	105
Mustang	76	84	100
Tempo	59	39	51
Taurus	65	63	51
Thunderbird	85	88	71
Probe	158	86	112
Crown Victoria	52	42	75
Total Ford Div.	**71**	**60**	**75**
Topaz	78	44	86
Sable	53	64	72
Cougar	88	55	97
Grand Marquis	80	66	63
Total Mercury	**72**	**49**	**78**
Continental	62	44	66
Town Car	44	50	47
Mark VII	88	45	81
Total Lincoln	**51**	**48**	**56**
Total L-M Div.	**64**	**49**	**71**
FORD MOTOR CO.	**69**	**56**	**74**
Skyhawk	—	—	65
Somerset/Skylark	62	48	90
Century	61	60	97
Regal	81	66	163
LeSabre	74	55	74
Reatta	98	110	68
Electra/Park Ave.	69	70	105
Riviera	124	81	101
Total Buick	**72**	**60**	**97**
Allante	148	186	103
Seville	74	72	80
DeVille	57	46	74
Brougham	103	118	71
Eldorado	84	65	94
Total Cadillac	**88**	**57**	**76**
Geo Prizm/Nova	76	69	117
Cavalier	64	41	66
Camaro	115	54	124
Celebrity	77	37	88
Corsica/Beretta	81	45	117
Lumina/Monte Carlo	71	60	67
Caprice	124	119	83
Corvette	114	126	109
Total Chevrolet	**73**	**54**	**88**
Calais	64	62	89
Cutlass Ciera	52	37	66
Cutlass Supreme	48	59	140
88	108	67	98
98	95	79	88
Toronado	117	68	89
Total Oldsmobile	**87**	**56**	**96**
Sunbird	40	66	41
Firebird	166	90	136
Grand Am	96	50	72
Pontiac 6000	51	44	67
Grand Prix	77	62	141
Bonneville H	92	76	85
Safari/Parisienne	—	—	48
Total Pontiac	**73**	**61**	**79**
GENERAL MOTORS	**71**	**57**	**88**
HONDA	**38**	**24**	**32**
MAZDA	**89**	**61**	**99**
MITSUBISHI	**109**	**77**	**55**
NISSAN	**49**	**34**	**102**
TOYOTA	**22**	**23**	**35**
SUBARU	**300**	**184**	**—**
DOMESTIC TOTAL	**66**	**56**	**77**
Subcompact	**47**	**42**	**60**
Compact	**74**	**55**	**82**
Intermediate	**69**	**57**	**86**
Standard	**74**	**66**	**78**
Specialty	**115**	**128**	**95**

CURRY

FROM PAGE 1

was the same: no defect.

"I must tell you that it was personally disappointing," Curry said. "Because with all that smoke, there should have been some fire."

In an interview, Curry said that from now on, he will be highly skeptical of defect allegations or investigation petitions filed by the three organizations.

"I would be much less willing to give credence to allegations or petitions filed by the groups," he said. "You still have to look at them, but I am not going through another one of these. The American people don't deserve this."

When told of Curry's remarks, Clarence Ditlow, executive director of the Center for Auto Safety, said he's "happy they don't like us because they aren't doing their job." He accused NHTSA of "protecting the car companies from defects and not consumers."

Ditlow

Curry's comments will mark a widening rift between his agency and the most outspoken and most widely known safety advocates.

When Curry was appointed in March 1989, there was hope for a new harmony between government, industry and the consumer movement on auto safety issues. That would have been a marked contrast to the activist era under President Carter and the anti-regulatory policies of President Reagan.

Ditlow and Joan Claybrook, president of Public Citizen and an NHTSA administrator under Carter, were initially pleased with Curry's nomination. They guardedly praised him and his promises to improve automotive safety, unclog the backlog of defect investigations and issue long-overdue safety standards.

Consumer groups had a chilly relationship with Curry's predecessor, Diane Steed, a longtime public servant well-schooled in Washington bureaucracy. Steed's disdain for the advocates was well known, but she followed a Washington practice of not publicly criticizing followers of Ralph Nader.

But Curry, a former major general in the Army and a newcomer to Washington politics, was eager to listen. He invited the safety activists to NHTSA and "took them seriously" — despite the cynicism and warnings of many longtime NHTSA staff members.

The consumer groups were eager to have Curry embrace their agenda. They have pushed for a stricter side-impact standard on cars and for passenger-car roof-crush and side-impact standards on light-duty trucks.

And Curry has responded. He has proposed new rules for light trucks. And last month, he issued a new passenger-car side-impact standard after more than a decade of debate.

But he now says the advocates have had their day in court. "They were innocent until proven guilty.

"I believed them to be forthright until they proved themselves otherwise," Curry said.

Curry officially reopened the CJ case June 25. But informal probes began in January when new allegations and old documents the groups had obtained first surfaced.

After reviewing a stack of documents that measured 62 feet high, NHTSA concluded that "while the predicted rollover propensity of the CJ is slightly higher than the average for all utility vehicles, the CJ does not stand out from its peers to the extent that it warrants further investigation."

The agency also found no evidence that American Motors or Chrysler, which bought AMC in 1987, had lied to the federal government. Curry closed the case Oct. 11.

Ditlow said he now worries that NHTSA will ignore other sport-utility rollover allegations and investigations, like the pending probe of the Ford Bronco II.

Ben Kelley, president of the Institute for Injury Reduction and former director of public affairs for the Federal Highway Administration, called Curry's criticism of the groups and his latest comments "outrageous."

Kelley said Curry refused to recall the CJ because it would cost Chrysler too much. Kelley said Curry told him so over lunch July 20. Curry denied ever discussing cost with Kelley.

A rollover standard for cars and trucks and stepped-up recalls remain a major priority for the Center for Auto Safety and Public Citizen.

The Institute for Injury Reduction's agenda has included the CJ and retrofitting back seats of cars with shoulder belts.

PRODUCTION

U.S. CAR

	Week Ended Nov. 10, 1990	Week Ended Nov. 3, 1990	Oct. Total	Jan. 1 to Nov. 10, 1990	Jan. 1 to Nov. 11, 1989
Horizon	0	0	0	4,327	29,596
Sundance	2,400	2,356	11,175	79,120	89,820
Acclaim	2,900	2,971	16,053	103,406	112,569
Total Plymouth	**5,300**	**5,327**	**27,228**	**186,853**	**231,985**
LeBaron A	0	0	0	8,071	0
LeBaron J	1,450	1,272	4,867	46,462	85,779
LeBaron GTS	0	0	0	0	2,946
N. Yorker C-Class	400	508	2,861	33,322	59,838
Fifth Avenue	1,000	1,093	0	31,969	22,216
Imperial	450	448	6,996	17,005	2,561
Total Chrysler	**3,300**	**3,321**	**14,724**	**136,829**	**183,348**
Omni	0	0	0	4,078	31,624
Daytona	750	671	3,195	30,566	66,925
Shadow	2,400	2,447	10,891	86,917	89,263
Dynasty	3,100	2,931	12,759	105,285	115,743
Lancer	0	0	0	0	1,528
Spirit	2,600	2,487	12,900	92,050	96,765
Total Dodge	**8,850**	**8,536**	**39,745**	**318,896**	**401,848**
CHRYSLER MOTORS	**17,450**	**17,184**	**81,697**	**642,578**	**817,173**
Escort	5,807	7,149	36,109	223,089	310,879
Mustang	3,705	3,720	16,831	121,016	171,986
Tempo	0	2,333	10,680	110,928	130,317
Taurus	0	7,066	30,437	293,712	316,353
Thunderbird	0	2,772	11,938	100,755	125,252
Total Ford Div.	**9,512**	**23,040**	**105,995**	**849,500**	**1,054,787**
Topaz	0	759	4,246	41,632	59,238
Cougar	0	1,180	7,545	66,326	107,677
Sable	0	1,998	10,137	90,816	105,784
Total Mercury	**0**	**3,937**	**21,928**	**198,774**	**272,899**
Continental	908	1,179	5,459	51,999	56,988
Mark VII	160	208	971	16,864	18,474
Town Car	2,137	2,773	12,853	130,222	109,074
Total Lincoln	**3,205**	**4,160**	**19,283**	**198,105**	**184,536**
Total L-M Div.	**3,205**	**8,097**	**41,211**	**387,879**	**457,235**
FORD MOTOR CO.	**12,717**	**31,157**	**147,206**	**1,247,379**	**1,512,022**
Skyhawk	0	0	0	0	6,913
Skylark/Somerset	2,500	2,087	10,851	82,833	57,540
Century	0	1,554	8,065	59,298	111,657
Riviera	587	585	2,540	20,011	17,703
Electra/Park Ave.	3,040	2,890	12,924	57,083	70,284
LeSabre (fwd)	3,121	3,702	17,133	142,9[illegible]	135,479
LeSabre (rwd)	0	0	0	4,022	6,798
Reatta	0	0	0	5,277	5,631
Total Buick	**9,248**	**10,818**	**51,513**	**371,488**	**412,085**
Eldorado	494	493	2,379	18,960	26,152
Seville	784	755	3,075	30,636	19,981
Brougham (rwd)	698	1,053	2,872	27,382	47,370
DeVille (fwd)	4,816	2,430	19,573	145,416	161,414
Allante	0	87	407	3,290	2,767
Total Cadillac	**6,792**	**4,818**	**28,386**	**225,684**	**257,684**
Cavalier	9,844	9,714	43,479	310,864	319,039
Camaro	0	2,087	9,519	66,740	89,039
Celebrity	0	0	0	0	70,720
Corsica/Beretta	2,160	6,216	28,450	248,762	320,379
Caprice	2,020	2,770	5,357	186,658	147,838
Corvette	0	560	2,616	20,542	22,077
Total Chevrolet	**14,024**	**21,347**	**89,421**	**833,586**	**969,092**
Calais	1,820	2,373	11,736	91,717	78,509
Cutlass Ciera	0	1,082	5,051	60,744	75,447
Cutlass Supreme	2,230	2,131	9,862	83,936	103,589
Toronado	383	387	1,609	13,870	8,237
88 (fwd)	2,460	2,036	11,191	92,522	126,822
88 (rwd)	0	0	0	1,223	6,724
98	384	404	3,019	38,087	63,523
Total Oldsmobile	**7,277**	**8,413**	**42,468**	**382,099**	**462,851**
Sunbird	4,200	4,109	17,572	144,811	132,075
Grand Am	4,800	5,038	25,489	192,356	204,775
Firebird	0	1,113	5,181	38,956	50,880
Grand Prix	0	3,190	14,545	106,648	111,055
Pontiac 6000	0	914	4,707	47,941	70,022
Bonneville	1,714	1,644	6,854	69,186	82,683
Safari/Parisienne	0	0	0	0	2,691
Total Pontiac	**10,714**	**16,008**	**74,348**	**599,998**	**654,181**
Total Saturn*	**1,056**	**1,056**	**4,225**	**4,287**	**0**
GENERAL MOTORS	**46,111**	**62,460**	**290,281**	**2,417,043**	**2,755,813**
DIAMOND-STAR	**3,283**	**3,373**	**1[illegible]**	**132,553**	**74,063**
HONDA	**9,710**	**9,147**	**4[illegible]**	**383,359**	**329,794**
Civic	1,800	1,489	7,014	92,396	119,155
Accord	7,910	7,658	35,425	290,963	201,639
MAZDA†	**4,118**	**4,827**	**20,211**	**157,068**	**180,233**
NISSAN	**3,398**	**3,129**	**12,813**	**81,305**	**102,261**
NUMMI	**4,200**	**5,225**	**20,523**	**178,113**	**172,937**
Corolla	2,100	2,612	10,231	89,583	70,746
Geo Prizm/Nova	2,100	2,613	10,292	88,530	102,191
SUBARU-ISUZU	**1,198**	**1,853**	**3,982**	**27,408**	**3,280**
TOYOTA	**4,510**	**4,575**	**20,736**	**182,031**	**127,814**
TOTAL CARS, U.S.	**109,687**	**141,330**	**656,807**	**5,456,837**	**6,086,990**
TOTAL CARS, CANADA	**27,110**	**27,113**	**114,736**	**928,982**	**870,462**
U.S., CANADA CARS	**133,297**	**168,443**	**770,737**	**6,379,739**	**6,937,452**
U.S., CANADA CARS AND TRUCKS	**298,843**	**265,433**	**1,215,536**	**10,567,895**	**11,385,864**

Monthly estimates may contain error of one or two units due to rounding.
†Total includes MX-6, 626, and Ford Probe

CANADIAN CAR

	Week Ended Nov. 10, 1990	Week Ended Nov. 3, 1990	Oct. Total	Jan. 1 to Nov. 10, 1990	Jan. 1 to Nov. 11, 1989
Monaco	618	566	1,617	9,740	0
Premier	622	586	1,009	11,331	30,848
CHRYSLER MOTORS	**1,240**	**1,152**	**2,626**	**21,071**	**30,848**
Tempo	0	2,948	11,653	98,314	111,940
Topaz	0	748	3,518	36,111	52,968
Crown Victoria	2,957	2,705	11,724	105,679	103,631
Grand Marquis	2,803	3,053	13,306	99,564	112,127
FORD MOTOR CO.	**5,760**	**9,454**	**40,201**	**339,668**	**380,666**
Celebrity	0	0	0	20,319	21,632
Cutlass Ciera	1,780	1,814	7,939	68,434	106,630
Lumina	5,385	5,352	24,051	194,583	154,074
Regal	2,615	2,600	10,756	87,540	68,662
GENERAL MOTORS	**9,780**	**9,766**	**42,746**	**370,876**	**350,998**
CAMI	**2,290**	**2,290**	**5,890**	**17,380**	**0**
HONDA	**2,150**	**2,144**	**9,057**	**90,596**	**73,843**
HYUNDAI	**1,880**	**830**	**3,886**	**21,890**	**12,580**
TOYOTA	**1,300**	**1,250**	**6,034**	**52,734**	**14,573**
VOLVO	**180**	**180**	**790**	**6,965**	**7,864**
TOTAL CARS, CANADA	**23,810**	**27,113**	**114,730**	**928,902**	**870,462**

U.S. TRUCK

Caravan	4,300	1,619	6,869	81,807	93,482
Dakota	2,050	1,829	8,306	65,223	81,939
Caravan C/V	150	0	0	4,321	5,854
Ram pickups	1,950	2,214	10,141	93,154	80,695
Total Dodge	**8,450**	**5,662**	**25,316**	**244,505**	**261,970**
Cherokee	3,900	3,804	14,001	137,130	187,462
Comanche	350	394	1,287	8,338	23,778
Grand Wagoneer	100	330	535	6,024	8,752
Wagoneer	250	103	395	3,632	7,015
Total Jeep	**4,600**	**4,631**	**16,218**	**155,124**	**227,007**
Voyager	3,850	1,381	5,880	75,391	87,382
Town & Country	50	30	16	2,158	3,057
Total C-P Div.	**3,900**	**1,411**	**5,896**	**77,549**	**90,439**
CHRYSLER MOTORS	**16,950**	**11,704**	**47,430**	**477,178**	**579,416**
Aerostar	2,945	4,030	19,961	184,044	194,429
Bronco	0	939	4,116	43,469	62,963
Bronco II/Explorer	4,418	6,384	27,272	178,171	103,657
Navajo	308	361	1,519	6,505	0
Econoline	1,982	3,264	9,423	154,756	190,984
Mediums/Heavies	1,150	1,160	4,180	44,729	51,565
Light trucks	3,364	6,278	41,438	395,222	458,914
Ranger	4,754	7,687	30,534	251,363	274,473
Total Ford Div.	**18,921**	**30,103**	**138,443**	**1,258,259**	**1,334,585**
FORD MOTOR CO.	**18,921**	**30,103**	**138,443**	**1,258,259**	**1,334,585**
Astro	2,685	2,672	13,414	114,845	142,363
Blazer	0	0	713	14,316	23,409
Lumina APV	0	1,893	8,700	74,764	12,500
Mediums/Heavies	380	372	1,090	8,505	6,568
P-Model	603	629	967	19,131	25,957
Pickups	0	7,635	42,520	362,619	352,314
S-10	3,841	5,862	23,951	211,353	209,782
S-10 Blazer	1,511	2,839	6,506	72,769	154,556
Sportsvan/Van	1,550	1,545	6,736	54,910	64,118
Suburban	0	0	3,344	57,865	63,828
Total Chevrolet	**10,570**	**23,447**	**107,941**	**991,077**	**1,086,279**
Jimmy	0	0	211	4,348	7,512
Mediums/Heavies	526	534	382	8,579	11,556
P-Model	63	66	100	2,492	3,520
Pickups	0	2,146	13,658	127,107	106,829
S-15/Sonoma	889	1,374	4,962	46,913	50,858
S-15 Jimmy	369	933	2,164	24,113	45,165
Safari	1,008	1,114	4,402	40,325	38,593
Suburban	0	0	1,260	27,872	28,868
Vandura/Rally Vans	319	321	2,160	19,819	26,165
Total GMC	**3,174**	**6,488**	**29,299**	**301,568**	**319,066**
Silhouette	0	623	2,796	27,800	2,315
Bravada	0	172	218	352	0
Total Oldsmobile	**0**	**795**	**3,014**	**28,152**	**2,315**
Pontiac Trans Sport	0	983	4,808	40,834	4,437
GENERAL MOTORS	**13,744**	**31,713**	**145,062**	**1,361,544**	**1,386,024**
NAVISTAR	**1,580**	**1,589**	**6,765**	**84,145**	**67,185**
NISSAN	**3,290**	**3,006**	**11,907**	**123,486**	**105,814**
SUBARU-ISUZU	**1,312**	**964**	**4,077**	**29,954**	**3,280**
AM GENERAL	**450**	**450**	**1,800**	**19,440**	**19,890**
MISCELLANEOUS	**3,000**	**3,000**	**12,000**	**129,000**	**126,000**
TOTAL TRUCKS, U.S.	**50,217**	**82,589**	**367,484**	**3,463,586**	**3,822,794**

CANADIAN TRUCK

Caravan	2,465	2,525	10,297	107,522	127,003
Caravan C/V	147	156	324	6,144	8,900
Ram Wagon	427	0	1,129	19,579	21,970
Ram Van	1,301	0	6,187	51,710	62,062
Total Dodge	**4,340**	**2,681**	**17,937**	**184,955**	**219,935**
Voyager	1,848	2,116	8,499	86,787	108,921
Total Plymouth	**1,848**	**2,116**	**8,499**	**86,787**	**108,921**
Wrangler	1,500	1,575	6,490	51,937	63,513
Total Jeep	**1,500**	**1,575**	**6,490**	**51,937**	**63,513**
CHRYSLER MOTORS	**7,688**	**6,372**	**32,926**	**323,679**	**392,369**
FORD MTR. (E. trks.)	**2,761**	**2,230**	**12,574**	**119,626**	**141,636**
Light trucks	3,546	3,543	14,851	148,013	141,856
Vans	0	0	4,092	42,832	52,699
Total Chevrolet	**3,546**	**3,543**	**18,943**	**190,845**	**194,555**
Light trucks	1,334	1,206	6,743	55,610	62,759
Vans	0	0	1,074	16,692	23,686
Total GMC	**1,334**	**1,206**	**7,817**	**72,302**	**86,445**
GENERAL MOTORS	**4,880**	**4,749**	**26,760**	**263,147**	**281,000**
CAMI	**1,000**	**1,050**	**4,500**	**10,762**	**0**
NAVISTAR	**0**	**0**	**567**	**7,416**	**9,563**
TOTAL TRKS., CANADA	**16,329**	**14,401**	**77,317**	**724,570**	**825,564**
U.S., CANADA TRKS.	**75,546**	**96,990**	**444,801**	**4,188,156**	**4,448,362**

Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Idle plants slash U.S. production

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

Vehicle production in the United States continues to plunge as 15 Big 3 assembly plants remain idle for a second week. Three additional plants are partially idle.

Twelve of the plants are General Motors facilities, three are Ford Motor Co. points, and three are Chrysler Corp. plants.

U.S. automakers estimated last week's build at 109,687 units, down 22.39 percent from the prior week and 18.43 percent from the year-ago week.

Truckmakers scheduled 59,217 units last week, a decline of 28.30 percent from the previous week and 25.54 percent from 1989.

In October, 656,007 cars were produced, the lowest total for that month since 1970 when 390,016 were assembled. GM was shut down by a strike that year. October production rose 22.31 percent over the previous month, but fell 0.97 percent below the 1989 month.

Truck production in October was 367,484, the highest for that month since 1987 when 369,394 were produced. October truck output was 15.31 percent above the prior month and 16.46 percent above the year-ago month.

As previously reported, the following General Motors plants are scheduled to be idle this week: the Wilmington, Del.; Wentzville, Mo.; Kansas City, Kan.; Oklahoma City; Van Nuys, Calif.; and Willow Run, Mich., car facilities; and the Flint, Mich.; Fort Wayne, Ind.; Pontiac, Mich. (East); and Tarrytown, N.Y., truck plants. At the Detroit-Hamtramck, Mich., plant, the Allante line is scheduled to be idle, and so is the van line at Lordstown, Ohio.

Ford's Wayne, Mich., truck plant and Kentucky Truck in Louisville, Ky., are closed this week, as is the Lorain, Ohio, car line. Chrysler plants idled this week are Sterling Heights, Mich., and St. Louis No. 1 (car) and Warren, Mich., (truck).

Canada cars at 17-year high

Canadian auto producers assembled 114,730 units in October, the highest production for that month since 1973 when 131,193 units were built.

Truckmakers produced 77,317 units in October, the lowest for that month since 1987 when 71,080 units were built.

NOTE

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